



*Delaware Health  
And Social Services*

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**DIVISION OF MANAGEMENT SERVICES**

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**PROCUREMENT**

DATE: May 6, 2016

HSS-16-004

Purchase, Delivery & Installation of Electric Beds & Mattresses and Disposal of Old Products

For

Division of Services for Aging & Adults with Physical Disabilities

Date Due: June 2, 2016

By 11:00 AM Local Time

**ADDENDUM # 3 – Updated Questions & Answers**

**PLEASE NOTE:**

THE ATTACHED SHEETS HEREBY BECOME A PART OF THE ABOVE MENTIONED RFP.

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Kieran Mohammed  
Procurement Administrator

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Franklin Jones  
Division Contact

1. Was there a specific bed that was used when issuing the specs requirement? Can you let us know which brand if there as one that was evaluated?

Originally they started with the specifications from a Panacea band of bed; however the specifications needed are detailed in the Request for Proposal.

2. Will the delivery of beds/mattresses be at one time?

It is planned that the two (2) locations receiving the beds, Delaware Hospital for Chronically Ill (DHCI) and Governor Bacon Center (GBHC) will be scheduled separately. Delaware expects that there would be multiple deliveries needed to each facility (due to the amount of beds). Delaware requests that deliveries would be scheduled on consecutive days and not intermittently in the attempt to lessen the interruption both the Residents and Nursing staff.

3. Do extension Kits to 42" width for mattress extension and Extension Kit for 84" Length for mattress extension need to be built in, or available for the extension kit to be added at a later date?

Either or is fine. It is preferred to be an extension Kit with the ability to be available or add at a later date.

4. Is the State of Delaware open to a bed that is low to 8 ¾ in?

No must be at least able to go down to 7 in., may accept 7 ½ in (ultra-low).

5. Can a vendor submit more than one bid on both the beds and mattresses?

No, the State cannot accept two bid packets from a vendor, however within a bid packet; the vendor may submit an Option 1 & Option 2.

6. Can a vendor offer a bed that does not lower to the 7 inch requirement, but has alternatives to the fall risk?

Yes, however the STATE is interested in a 7" bed, rather than alternatives to prevents falls. The State will consider 7" – 7 ½", possible 8" if alternatives to fall prevention included (with the exception of the rails).

7. If a vendor is currently providing mattresses to the STATE of Delaware, will that give more weight to the bid scoring?

No, the bid will be scored by how well the vendor addresses the requirements of Appendix A & B, accompanied with the rates proposed in Appendix C.

8. What is the State of Delaware's goal concerning "Auto Contour" requirement?

The State is looking for the ability for basic movements (i.e. feet up, head up, etc.)

9. What is the safe working load?

450 to 500 lbs.

10. Does the State offer considerations for any "environmentally friendly products"?

No, however vendors can highlight any advantages of their products within their bid.

11. Are vendors permitted to leave a trailer on site to work during delivery/removal days?

Yes

12. The only mattress dimensions listed are 35"X6"X80". Are 42" wide mattresses and 84" long mattresses needed for use with the Expansion and Extension Kits listed on page 58?

If the mattress extension (insert) does not come with the extension kit than yes we would need the wide and/or long mattresses. Some extension kits for the bed include a mattress extension with it.

13. Is there a color preference for the head/footboards?

Preferably something neutral such as: tan/brown/wood color/white

**Regarding Delivery and Installation:**

**Delaware Hospital for the Chronically Ill**

- Number of buildings (that we'll be working in): **One**
- Number of wings (approximate is fine): **Five wings**
- Number of floors (that we'll be working on): **Floor one**
- Elevator? **Yes**
- Can the facility accept a 53' trailer? **Yes**
- Is a freight dock available? **Yes, although if needed it will be Temporary due to other shipments coming in and out. We are planning on having the Trucks park in the parking area near the Candee Building as this will give them more room in assembly, be able stay there overnight if needed, and much closer for delivery to the residents rooms.**
- Estimated Delivery to Community (Q1, February, April 15th, etc.): **Hoping for July or August**
- Logistics Services Needed: **Full install and removal of packaging rubbish - Noted in RFP**
- One delivery or multiple/phased deliveries? **As long as it is consecutive days and within 1 – 3 Days.**
- Removal/disposal of existing items? If yes, please include make and model of beds that are being removed) **Various, and they are old. Some will be removed but the newer ones will be kept. We will be marking them with colored tags (GREEN tagged beds will be kept. RED tags are to be removed). I cannot give you a quantity at this time but it will be less that what will be delivered.**

**Governor Bacon Health Center**

- Number of buildings (that we'll be working in): **One**
- Number of wings (approximate is fine): **Three**
- Number of floors (that we'll be working on): **Two**
- Elevator? **Yes**
- Can the facility accept a 53' trailer? **Yes**
- Is a freight dock available? **Yes**
- Estimated Delivery to Community (Q1, February, April 15th, etc.): **Planning for July or August**
- Logistics Services Needed: **As stated in the RFP, full install and removal of packaging rubbish.**
- One delivery or multiple/phased deliveries? **As long as it is consecutive days and within 1 – 3 days, (workable)**
- Removal/disposal of existing items? If yes, please include make and model of beds that are being removed) **Various, and they are old. Some will be removed but the newer ones will be kept. We will be marking them with colored tags (GREEN tagged beds will be kept. RED tags are to be removed). I cannot give you a quantity at this time but it will be less that what will be delivered.**